

Message Text

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ACTION OES-06

INFO OCT-01 EA-09 ISO-00 COME-00 /016 W
-----060910Z 080574 /12

R 060833Z APR 77
FM AMEMBASSY TOKYO
TO SECSTATE WASHDC 6709

UNCLAS SECTION 1 OF 2 TOKYO 4910

E.O. 11652: N/A
TAGS: TGEN, JA
SUBJECT: VISIT OF NTIS DIRECTOR KNNOX

REF: STATE 72741

1. DR. WILLIAM KNOX, DIRECTOR OF THE NATIONAL TECHNICAL INFORMATION SERVICE (NTIS) OF THE USDOC, VISITED JAPAN MARDH 13-19 TO COORDINATE NTIS SALES EFFORTS IN JAPAN WITH MITSUBISHI RESEARCH INSTITUTE, ZHNTIS SALES REP IN TOKYO. HE ALSO CALLED ON A NUMBER OF GOJ OFFICIALS, AMERICAN BUSINESSMEN AND JAPANESE INDUSTRY LEADERS TO INFORM THEM OF THE PRODUCTS AND SERVICES PROVIDED BY NTIS BOTH IN JAPAN AND THE U.S. DR. KNOX MET WITH THE JAPAN ENGINEERING DEVELOPMENT CO. TO DISCUSS RECENTLY AWARDED FOR CONTRACT JED ASSISTANCE TO NTIS IN SALES OF LICENSES FOR U.S. PATENTS UNDER NTIS CONTROL IN JAPAN.

2. DR. KNOX CALLED AT THE EMBASSY AND HELD A BRIEFING FOR EMBASSY OFFICERS FROM THE SCIENCE, ECONOMIC AND COMMERCIAL OFFICES. HE EXPLAINED THE PURPOSE OF HIS VISIT AND THE CONTRACT BETWEEN NTIS AND MITSUBISHI RESEARCH INSTITUTE. HE ALSO DISCUSSED AT SOME LENGTH THE RECENTLY CONCLUDED CONTRACTUAL RELATIONSHIP BETWEEN NTIS AND THE JAPAN ENGINEERING DEVELOPMENT CO. JED) FOR EXPLOITATION OF U.S. PATENTS IN JAPAN
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THROUGH LICENSING AGREEMENTS.

3. DR. KNOX THEN BEGAN HIS MEETINGS IN TOKYO WITH VISIT TO NATIONAL DIET LIBRARY WHERE HE MET WITH HEHACHIRO SUZUKI, DEPUTY LIBRARIAN, AND MEMBERS OF THE STAFF. DR. KNOX DISCUSSED THE POSSIBILITY OF RECEIVING DIET LIBRARY CATALOGS FOR PUBLICATION BY

NTIS. HE EXPLAINED THE ROLE OF NTIS AND GAVE A SHORT HISTORY OF ITS DEVELOPMENT. MR. SUZUKI THEN INQUIRED INTO THE MITSUBISHI RESEARCH INSTITUTE CONTRACT AND ASKED ABOUT THE COSTS INVOLVED IN ORDERING THROUGH MRI AS OPPOSED TO DIRECT ORDER FROM WASHINGTON. DR. KNOX POINTED OUT THAT THE COSTS WOULD BE THE SAME UNDER EITHER SYSTEM BUT THAT MRI WOULD PROVIDE CUSTOMER SERVICE TO BUYERS WHO ORDER THROUGH IT; DIRECT ORDERS WOULD NOT RECEIVE THE MRI CUSTOMER SERVICE.

4. SECOND APPOINTMENT WAS WITH MR. NOBUYA SHIKAUMI, DIRECTOR OF THE DEPT. OF CULTURE OF THE AGENCY OF CULTURAL AFFAIRS. THAT OFFICE CONTROLS REGULATION OF COPYRIGHTS IN JAPAN. DR. KNOX EXPLAINED THE REASON FOR HIS VISIT AND OFFERED TO ANSWER ANY QUESTIONS CONCERNING NTIS AND ITS OPERATIONS. MR. SHIKAUMI WAS INTERESTED IN HOW NTIS PROPOSED TO GAIN COPYRIGHT PROTECTION FOR ITS PRODUCTS IN JAPAN SINCE THOSE PRODUCTS WERE NOT COPYRIGHTED IN THE U.S. DR. KNOX POINTED OUT THAT THE NTIS PRODUCT SOLD OVERSEAS IS COVERED BY THE INTERNATIONAL COPYRIGHT CONVENTION AND THEREFORE MUST BE AFFORDED PROTECTION IN SIGNATORY COUNTRIES. MR. SHIKAUMI AGREED TQT IF THE PRODUCT HAD SUCH A COPYRIGHT, JAPAN WOULD AFFORD THE APPROPRIATE PROTECTION.

5. FOLLOWING HIS MEETINGS WITH ABOVE GOJ OFFICIALS DR. KNOX ATTENDED THE OPENING CEREMONIES FOR THE BUILDING MATERIALS TRADE SHOW AT THE U.S. TRADE CENTER AND MET UNCLASSIFIED

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WITH U.S. AND JAPANESE REPRESENTATIVES OF U.S. COMPLANIES IN THE SHOW.

6. THE MORNING OF MARCH 15 WAS SPENT BY DR. KNOX IN PAYING A CALL ON MASARU UMEDA, DIRECTOR, ADMINISTRATIVE DIVISION, PROMOTION BUREAU, SCIENCE AND TECHNOLOGY AGENCY. AGAIN, DR. KNOX EXPLAINED NTIS FUNCTIONS AND ITS RELATIONSHIPS WITH MRI AND JED. (THIS CALLED WAS ARRANGED BY EMBASSY WHEN IT WAS LEARNED TQT THE AGENCY MIGHT HAVE SPECIAL CONCERNS ABOUT NTIS OPERATIONS IN JAPAN; NO SUCH CONCERNS MATERIALIZED DURING MEETING). THE REST OF THE DAY WAS SPENT AT MRI.

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ACTION OES-06

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TO SECSTATE WASHDC 6710

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7. DR. KNOX ATTENDED A BRIEFING BREAKFAST AT THE AMERICAN CHAMBER OF COMMERCE IN JAPAN (ACCI) ON MARCH 16 AND GAVE A 40 MINUTE TALK ON NTIS AND ITS ACTIVITIES. APPROXIMATELY 50 MEMBERS OF THE CHAMBER ATTENDED THE BREAKFAST AND A GREAT DEAL OF INTEREST WAS EVIDENT IN THEIR QUESTIONS ADDRESSED TO DR. KNOX. HE THEN RETURNED TO THE NATIONAL DIET LIBRARY TO CONTINUE DISCUSSION WITH THE CHIEF OF THE SCIENCE AND TECHNOLOGY DIV., MR. HISASHI TAKEUCHI, TO EXPLORE WAYS TO INCREASE THE FLOW OF TECHNICAL LITERATURE FROM JAPAN TO THE U.S. THE MEETING WAS FOLLOWED BY A TOUR OF THE LIBRARY AND ITS COMPUTER CENTER. DR. KNOX DELIVERED A TALK TO AN AUDIENCE OF ABOUT 100 INVITED BY THE JAPAN ENGINEERING DEVELOPMENT CO. AT NIHON KEIZAI HALL IN THE AFTERNOON. HIS SPEECH ON THE LICENSING OF U.S. PATENTS IN JAPAN STIMULATED GREAT AUDIENCE RESPONSE, RESULTING IN QUESTIONS EXTENDING FOR ONE AND A HALF HOURS.

8. ON MARCH 18 DR. KNOX MET WITH DR. TOJIRO OKA, DIRECTOR OF THE JAPAN INFORMATION CENTER FOR SCIENCE AND TECHNOLOGY (JICST). DR. OKA APPEARED TO BE SEEKING A WORKING RELATIONSHIP WITH NTIS AND STRESSED HIS FORMER EMPLOYMENT BY MITSUBISHI AND HIS CURRENT GOOD CONTACTS AT MRI IN ATTEMPTING TO DEMONSTRATE INDIRECTLY THAT WORK GIVEN TO JICST COULD BE COMPATIBLE WITH THE MRI CONTRACT. DR. KNOX
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WAS SHOWN THROUGH THE JICST FACILITIES, WHERE ABOUT 150 PEOPLE ARE EMPLOYED IN TRANSLATION OF FOREIGN JOURNAL ARTICLES AND IN REPRODUCING ARTICLES FROM HARD COPY AND MICROFICH FOR SALE TO JAPANESE CUSTOMERS. IN THE EVENING, DR. KNOX AND MRS. KNOX

WERE GUESTS OF HONOR AT RECEPTION HOOTED BY EMBASSY
SCICOUNS AND ATTENDED BY MOST OF KNOX'S JAPANESE
AND EMBASSY CONTACTS.

9. DR. KNOX CONCLUDED HIS VISIT TO TOKYO BY MEETING
WIIH SCICOUNS ON MARCH 19 TO REVIEW EVENTS OF WEEK.
HE REQUESTED THAT SUBSCRIPTIONS BE OBTAINED FOR NTIS
TO ENGLISH-LANGUAGE TECHNICAL REVIEW JOURNALS "TECHNOOCRAT"
AND "SCOPE" PUBLISHED IN JAPAN, AND THAT THE EMBASSY TRY
TO DETERMINE THE BACKGROUND OF JICST INTEREST IN
PERFORMING WORK FOR NTIS, TAKING INTO ACCOUNT FACT
THAT JICST HAD DECLINED TO BID ON WORK WHICH ULTIMATELY
WAS GIVEN TO MRI TO PERFORM.

10. COMMENT: KNOX WAS HIGHLY EFFECTIVE IN EXPLAINING
NTIS FUNCTIONS AND SUITABLY FRANK IN POINTING OUT THAT
PART OF NTIS MISSION IS TO ENHANCE FLOW OF JAPANESE
TECHNICAL INFORMATION TO U.S. UNDOUBTEDLY THE VISIT
WILL RESULT IN INCREASED SALES BY NTIS IN JAPAN AND
WILL LEAD TO GREATER NUMBER OF TECHNICAL CONTACTS
BETWEEN U.S. AND JAPANESE INDUSTRIAL AND SCIENTIFIC
ORGANIZATIONS.
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Message Attributes

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